

Please Note: Supplemental rebate offers for the November 2021 TOP\$ cycle are due within four weeks of this formal request for offers. Friday, 13 August 2021 is the due date for all supplemental rebate offers for the current TOP\$ cycle.

Friday, 16 July 2021

Dear Pharmaceutical Manufacturer:

In November 2021, the Pharmacy & Therapeutics (P&T) Committees of the states participating in the Magellan Medicaid Administration, Inc./Provider Synergies multi-state initiative, TOP\$SM -- The Optimal PDL \$olutionSM, will review the products and therapeutic classes on the attached list and available for download at:

<http://www.providersynergies.com/services/medicaid/default.asp?content=TOPS>

The states currently participating in TOP\$SM are **Connecticut, Idaho, Louisiana, Maryland, Nebraska, Washington, and Wisconsin**. On behalf of those states and in preparation for this review, Magellan Medicaid invites you to submit offers for your products in these therapeutic classes.

Louisiana and Maryland will review new products in those therapeutic classes reviewed in May 2021 that came to market and listed by First DataBank between 13 March 2021 and 7 July 2021.*

*Note: Connecticut, Idaho, Nebraska, Washington and Wisconsin only review new products in conjunction with their scheduled therapeutic class reviews.

Please note that as of this official request for offers, the final review schedule of therapeutic classes is subject to change. Please reference the TOP\$ online presence at www.providersynergies.com for any updates to the therapeutic classes.

Please continue to check each state's web site, or the Provider Synergies web site (www.providersynergies.com), for updates to the P&T Committee meeting review schedule.

The calculation used to determine the supplemental unit rebate amount is Guaranteed Net Unit Price (GNUP) based on Wholesale Acquisition Cost (WAC). No other pricing calculation type will be accepted for TOP\$SM.

The GNUP is calculated as:

GNUP = WAC Price per Unit - Federal Unit Rebate Amount - Supplemental Rebate Amount.

The GNUP represents the value that will determine your supplemental rebate amount each quarter, along with the WAC price and Federal URA in effect for that quarter, throughout the term (1 year) of the contract. The GNUP is one of the values that you are to provide on the Offer Form (along with your WAC and Federal URA), and is the value that will appear on your contract as the contract price.

All offers are to be submitted via the Provider Synergies Secure FTP site (<https://secureftp.providersynergies.com/>) using the TOP\$SM Offer Form attached or available for download at:

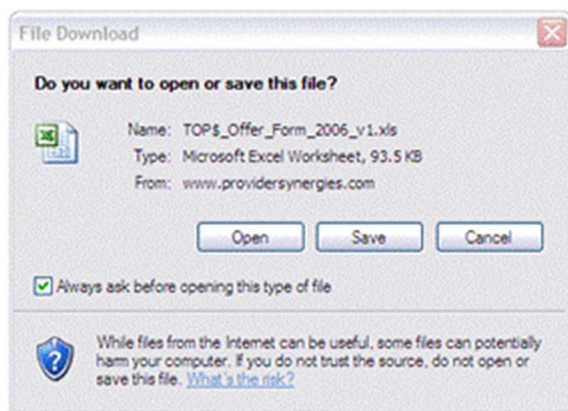
<http://www.providersynergies.com/services/medicaid/default.asp?content=TOPS>

The format and layout of the TOP\$SM Offer Form allows for the import of your Offer Form information through an automated process. Therefore, it is critical that you use only the current TOP\$SM Offer Form attached or obtain the current Offer Form from our web site at the location referenced above. Please provide the information requested and in the format requested according to the instructions on the form. The re-use or modification of an Offer Form from a previous TOP\$SM meeting, or using an Offer Form intended for an individual state will render your Offer Form unrecognizable by our systems.

The following information is provided to assist you in completing and submitting your Offer Form in addition to the information provided on the Offer Form itself:

To download the Excel TOP\$SM Offer Form click on the above link, or copy that link into your browser.

If you are using Internet Explorer as your web browser, after clicking on the TOP\$SM Offer Form link, you should see:



Click on the "Save" button to transfer the Excel TOP\$SM Offer Form to your PC. The TOP\$SM Offer Form file MUST reside on YOUR computer in order for you to complete it. It cannot be completed "on-line" or from within our web site.

Do not change the column heading names, add or delete columns or rows, or modify any formatting on the Offer Form. Doing so may render your Offer Form information unrecognizable by our systems, and will require that your Offer Form be returned to you for correction and re-submission.

Once you have completed entering all requested information, and prior to submitting the Offer Form to our Secure FTP site, please save and re-name the Offer Form file as *TOP\$ [Your Company] Offer Form.xls*. For example "*TOP\$ XYZ Corporation Offer Form.xls*". Please limit your company's name to no more than 15 characters. Using any other naming convention or saving the file as a type other than .xls will render your Offer Form unrecognizable by our systems.

OPERATION CHANGE: On 04 April 2008, Provider Synergies sent an email to manufacturers notifying them of some operational changes. Please note, at the direction of the TOP\$ states, we will no longer accept Supplemental Rebate offers that are submitted after the due date indicated in this solicitation. We may, after the deadline, request clarification and/or modification of some offers but, other than those submitted pursuant to such requests, **offers received after the deadline will not be considered and will not be presented to the TOP\$ states.**

All best and final supplemental rebate offers must be submitted to the Provider Synergies Secure FTP site (<https://secureftp.providersynergies.com/>) by:

5:00 p.m. Eastern Time on Friday, 13 August 2021.

Offers received after 5:00 p.m. Eastern Time on Friday, 13 August 2021, via our Secure FTP site will result in the exclusion of such offers from this review.

A confirmation of receipt is automatically generated and will be sent to the e-mail address designated on the Preparer Information tab of each Offer Form. This e-mail is sent when the file is downloaded from the Secure FTP site to our internal servers, *not* when you upload the file to the Secure FTP site. Therefore, please allow at least 4 hours from the time of submission to the Secure FTP site for the generation of the confirmation of receipt to occur.

For detailed written instructions on how to access and upload your Offer Form to the Secure FTP site, please contact Chase Frederick (frederickc@magellanhealth.com). Requests for new user names and passwords, or requests to re-set existing user names and passwords should be submitted via e-mail to Chase Frederick (frederickc@magellanhealth.com). User names and passwords will not be provided over the telephone.

<http://www.providersynergies.com/services/medicaid/default.asp?content=ManufacturerContactForm>

Clinical data pertinent to the products for these reviews may be submitted to Provider Synergies in electronic format only to the attention of Maryam Tabatabai, PharmD via e-mail (mtabatabai@magellanhealth.com).

The PDL status and contract values awarded by the states participating in TOP\$SM on the basis of this review supersede and replace any existing contracts associated with those products currently in effect for those states. Supplemental rebates for those products selected by each state for its Preferred Drug List will begin to accrue **01 January 2022**. The term of the contract is one year.

If you did not receive the attachments included in this e-mail notification, all documents may be obtained from our web site at:

<http://www.providersynergies.com/services/medicaid/default.asp?content=TOPS>

Please contact Provider Synergies at 513-774-8500 if you have any questions.

Thanks,
-Chase

Chase Frederick

Data Reporting Analyst II , COAR - Pharmacoanalytics
Magellan Rx Management

[E FrederickC@magellanhealth.com](mailto:FrederickC@magellanhealth.com)
magellanhealth.com

MagellanRx
MANAGEMENT



CONFIDENTIALITY NOTICE: This electronic message transmission contains information belonging to Magellan Health Services that is solely for the recipient named above and which may be confidential or privileged. MAGELLAN HEALTH SERVICES EXPRESSLY PRESERVES AND ASSERTS ALL PRIVILEGES AND IMMUNITIES APPLICABLE TO THIS TRANSMISSION. If you are not the intended recipient, be aware that any disclosure, copying, distribution or use of this communication is STRICTLY PROHIBITED. If you have received this electronic transmission in error, please notify us by telephone at (513) 794-5274. Thank you.